

And:

GMMB/Greer Margolis Mitchell & Burns 1010 Wisconsin Avenue Suite 800 Washington, DC 20007

| | Contract / Revision | | | Alt Order # | | | |
|--------------------------|----------------------------------|--|----------|--|----------------|--|--|
| | 545812 / | | 07874840 | | | | |
| Product | | | | | | | |
| HIRSCHBIEL/C/D | | | | | | | |
| Contract Dates | Estimate # | | | | | | |
| 09/04/12 - 09/10/12 | 106/113/1215 | ; | | The state of the s | | | |
| <u>Advertiser</u> | | | Ori | ginal Date | / Revision | | |
| Hirschbiel/D/State House | | | 0 | 8/23/12 | | | |
| | Billing Cycle | Billing | Cal | endar | Cash/Trade | | |
| | EOM/EOC | Broadcast Account Executive Jamie Andrus | | | Cash | | |
| | Station | | | xecutive | Sales Office | | |
| | WTKR | | | Irus | Washington, D. | | |
| | Special Hand | ling | | | | | |
| | Access Management of the Control | | | | | | |
| 5 | Demographic | | | | | | |
| | Adults 35+ | | | | Orania por com | | |
| | | | | | 1 | | |
| | | | | | | | |
| | IDB# | Adverti | ser | Code | Product Code | | |
| | 8020 | 106 | | | 113 | | |
| | Agency Ref | | | Advertiser | Ref | | |

Print Date 08/23/12

| | | Spots/ | Tc | otals |
|--|-------------------------|-----------------------|------------|-----------------|
| *Line Ch Start Date End Date Description | Ctarrena Timo | Days Length Week Rate | Type Spots | Amount |
| 1 3 09/04/12 09/09/12 NewsChannel 3 News | 5-6am | :30 | NM 2 | \$140.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 -TwTF 2 | <u>Rate</u> \$70.00 | | | |
| 2 3 09/04/12 09/09/12 Newschannel 3 News | 6-7am | :30 | NM 3 | \$525.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 -TWTF 3 | <u>Rate</u> \$175.00 | | | |
| 3 3 09/04/12 09/09/12 CBS This Morning | 7-9a | :30 | NM 3 | \$300.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 -TWTF 3 | <u>Rate</u> \$100.00 | | | * |
| 4 3 09/04/12 09/09/12 Early Show Saturday | 9-11am | :30 | NM 1 | \$80.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 5- 1 | <u>Rate</u> \$80.00 | | | |
| 5 3 09/04/12 09/09/12 CBS Sunday Morning | 9-1030am | :30 | NM 1 | \$280.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12S 1 | <u>Rate</u> \$280.00 | | 1 | |
| 6 3 09/04/12 09/09/12 Face the Nation | 1030-11am | :30 | NM 1 | 6015.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .50 | NM 1 | \$315.00 |
| Week: 09/03/12 09/09/12S 1 | \$315.00 | | | |
| 7 3 09/04/12 09/09/12 Ellen Degeneres 3pm | 3-4pm | :30 | NM 1 | \$155.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 -TWTF 1 | Rate \$155.00 | | | |
| 8 3 09/04/12 09/09/12 NewsCha 3 News First @ 4 | | :30 | - NIM | A 445.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .30 | NM 1 | \$115.00 |
| Week: 09/03/12 09/09/12 -TWTF 1 | \$115.00 | | | |
| 9 3 09/04/12 09/09/12 Newschannel 3 News | 5-530pm | :30 | NM 2 | \$420.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 -TWTF 2 | <u>Rate</u> \$210,00 | | I | |
| 10 3 09/04/12 09/09/12 Newschannel 3 News | 530-6pm | :30 | | 2000 |
| Start Date End Date Weekdays Spots/Week | Rate | :30 | NM 2 | \$440.00 |
| Week: 09/03/12 09/09/12 -TWTF 2 | \$220.00 | | | |
| 11 3 09/04/12 09/09/12 Newschannel 3 News | 6-630pm | :30 | NM 2 | \$590.00 |
| Start Date End Date Weekdays Spots/Week Week; 09/03/12 09/09/12 -TwTF 2 | <u>Rate</u> \$295.00 | | | 3 |
| Troom out of the control of the cont | 4230.00 | | U | |

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



Contract / Revision Alt Order # 545812 1 07874840 **Contract Dates** Product Estimate # 09/04/12 - 09/10/12 HIRSCHBIEL/C/D 106/113/1215 Advertiser Original Date / Revision Hirschbiel/D/State House 08/23/12 / 08/23/12

| | | Spots/ | | Tota | als |
|---|----------------------------|---|-------------------|------|---------------|
| *Line Ch Start Date End Date Description | Start/End Time | Days Length Week Rate | TypeS | pots | Amount |
| Start Date End Date Weekdays Spots/Week | Rate | | | | |
| 12 3 09/04/12 09/09/12 7-730pm | 7-730pm | :30 | NM | 1 | \$220.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 -TWTF 1 | <u>Rate</u> \$220,00 | | | | |
| E 13 3 09/04/12 09/09/12 730-8pm | 730-8pm | :30 | NM | 0 | \$0.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | | | V 0.00 |
| Week: 09/03/12 | \$220.00 Start/End Time | Weekdays Length Rate | Tuno | | |
| 1 3 09/03/12-09/09/12 730-8pm | 730-8pm | Weekdays Length Rate -TuWThF :30 \$220.00 | <u>Type</u> NM | | |
| Credited | | | | | |
| 14 3 09/04/12 09/09/12 Sunday Prime | 7-8pm | :30 | NM | 1 | \$1,400.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 S 1 | <u>Rate</u> \$1,400.00 | | | | |
| 15 3 09/10/12 09/10/12 Monday Prime | 9-10pm | :30 | NM | , | m4 F40 00 |
| Start Date End Date Weekdays Spots/Week | Rate | .30 | INIVI | 1 | \$1,540.00 |
| Week: 09/10/12 09/16/12 M 1 | \$1,540.00 | | | | |
| 16 3 09/04/12 09/09/12 Friday Prime | 10-11pm | :30 | NM | 1 | \$980.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12F 1 | <u>Rate</u> \$980.00 | | | | |
| 17 3 09/04/12 09/09/12 Late News (M-F) | 11-1135p | :30 | NM | 2 | \$980.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .50 | 14141 | 2 | φ300.00 |
| Week: 09/03/12 09/09/12 -TWTF 2 | \$490.00 | | | | |
| 18 3 09/04/12 09/09/12 Late News (Sa-Su) | 11-1135p | :30 | NM | 2 | \$720.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 SS 2 | <u>Rate</u> \$360.00 | | | | |
| 19 3 09/04/12 09/09/12 Late Night with David Letter | | :30 | NM | 1 | \$135.00 |
| Start Date End Date Weekdays Spots/Week | Rate | | | | • 17.77.7 |
| Week: 09/03/12 09/09/12 -TWTF 1 | \$135.00 | | | | |
| 20 3 09/10/12 09/10/12 NewsChannel 3 News Start Date End Date Weekdays Spots/Week | 5-6am <u>Rate</u> | :30 | NM | 1 | \$70.00 |
| Week: 09/10/12 09/16/12 M 1 | \$70.00 | | | | |
| 21 3 09/10/12 09/10/12 Newschannel 3 News | 6-7am | :30 | NM | 1 | \$175.00 |
| Start Date End Date Weekdays Spots/Week Week; 09/10/12 09/16/12 M 1 | <u>Rate</u> \$175.00 | | | | |
| 22 3 09/10/12 09/10/12 CBS This Morning | 7-9a | :30 | | | #400.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .30 | ММ | 1 | \$100.00 |
| Week: 09/10/12 09/16/12 M 1 | \$100.00 | | | | |
| 23 3 09/10/12 09/10/12 Ellen Degeneres 3pm | 3-4pm | :30 | NM | 1 | \$155.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/10/12 09/16/12 M 1 | Rate \$155.00 | | | | |
| 24 3 09/10/12 09/10/12 NewsCha 3 News First @ 4 | | :30 | NM | 1 | \$115.00 |
| Start Date End Date Weekdays Spots/Week | Rate | .00 | | | Ψ110.00 |
| Week: 09/10/12 09/16/12 M 1 | \$115.00 | | | | |
| 25 3 09/10/12 09/10/12 Newschannel 3 News | 5-530pm | :30 | NM | 1 | \$210.00 |
| Start Date End Date Weekdays Spots/Week Week: 09/10/12 09/16/12 M 1 | <u>Rate</u> \$210.00 | | | | |
| 26 3 09/10/12 09/10/12 Newschannel 3 News | 530-6pm | :30 | NM | 1 | \$220.00 |
| Start Date End Date Weekdays Spots/Week | Rate | Supplement. | 109 (55) (55) | NE. | |
| Week: 09/10/12 09/16/12 M 1 | \$220.00 | | | 5 | 1225 |
| 27 3 09/10/12 09/10/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week | 6-630pm Rate | :30 | NM | 1 | \$295.00 |
| Start Date End Date Trookdays Opola Week | 1100 | | d | | |

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Contract Agreement Between:

Print Date 08/23/12

Page 3 of 3

WTKR-TV 720 Boush Street Norfolk, VA 23510-1583 (757)446-1000 www.wtkr.com

| | Contract / Revision 545812 / | Alt Order # 07874840 | | |
|---------------------------------------|---------------------------------|--|--|--|
| Contract Dates 09/04/12 - 09/10/12 | Product HIRSCHBIEL/C/D | Estimate # 106/113/1215 | | |
| Advertiser Hirschbiel/D/State House | | riginal Date / Revision 08/23/12 / 08/23/12 | | |

| | | | | | | Spots/ | | | To | tals |
|--|----------------------|------------------------------------|-------------------------------------|--|------|-------------|--|--------|-------|-------------|
| *Line Ch Start | Date End Da | te Description | on | Start/End Time | Days | Length Week | Rate | Гуре S | Spots | Amount |
| Start Date Week: 09/10/12 | End Date 09/16/12 | Weekdays M | Spots/Week 1 | <u>Rate</u> \$295.00 | - | | the second secon | | | |
| 28 3 09/10/ <u>Start Date</u> Week: 09/10/12 | | 7-730pm Weekdays M | Spots/Week 1 | 7-730pm <u>Rate</u> \$220.00 | | :30 | | NM | 1 | \$220.00 |
| 29 3 09/10/ <u>Start Date</u> Week: 09/10/12 | End Date | 730-8pm Weekdays M | Spots/Week 1 | 730-8pm <u>Rate</u> \$220.00 | | :30 | | NM | 1 | \$220.00 |
| 30 3 09/10/ <u>Start Date</u> Week: 09/10/12 | | Late News Weekdays M | (M-F) Spots/Week 1 | 11-1135p <u>Rate</u> \$490.00 | | :30 | | NM | 1 | \$490.00 |
| 31 3 09/10/ <u>Start Date</u> Week: 09/10/12 | End Date | Late Night <u>Weekdays</u> M | with David Lette Spots/Week 1 | rm1135pm-1235am <u>Rate</u> \$135.00 | | :30 | | NM | 1 | \$135.00 |
| N 32 3 09/04/ <u>Start Date</u> Week: 09/03/12 | End Date | CBS This I Weekdays -TWTF | Morning <u>Spots/Week</u> 1 | 7-9a <u>Rate</u> \$200.00 | | :30 | | NM | 1 | \$200.00 |
| | | | | | | Total | S | | 41 | \$11,940.00 |
| Time Period | # of Sp | oots Gros | s Amount | Net Amount | | | | | | |
| 08/27/12 -09/10/1 | 2 | 41 \$ | 11,940.00 | \$10,149.00 | | | | | | |
| Totals | | 41 \$1 | 11.940.00 | \$10,149,00 | | | | | | |

| Time Period | # of Spots | Gross Amount | Net Amount | | |
|--------------------|------------|--------------|-------------|--|--|
| 08/27/12 -09/10/12 | 41 | \$11,940.00 | \$10,149.00 | | |
| Totals | 41 | \$11,940.00 | \$10,149.00 | | |

| Signature: | Date: | |
|------------|-------|--|
| | | |